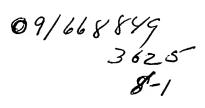
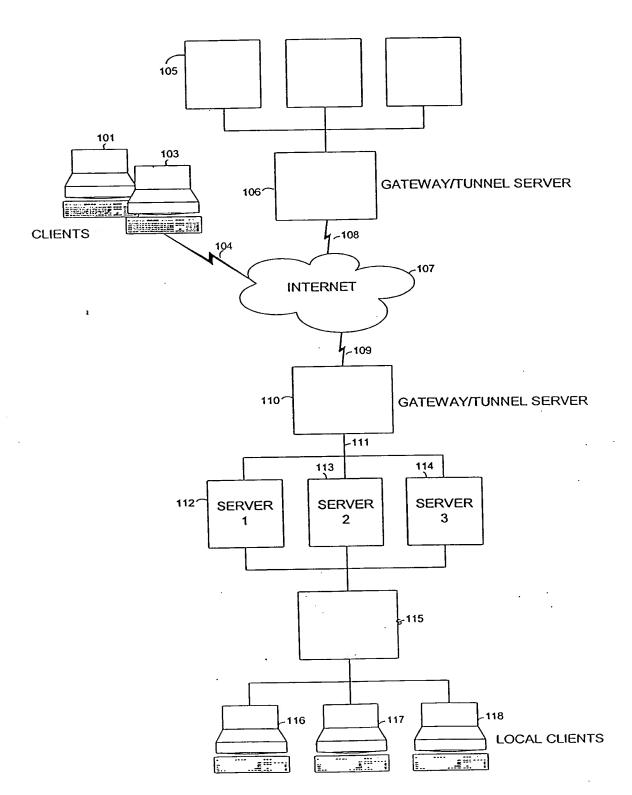
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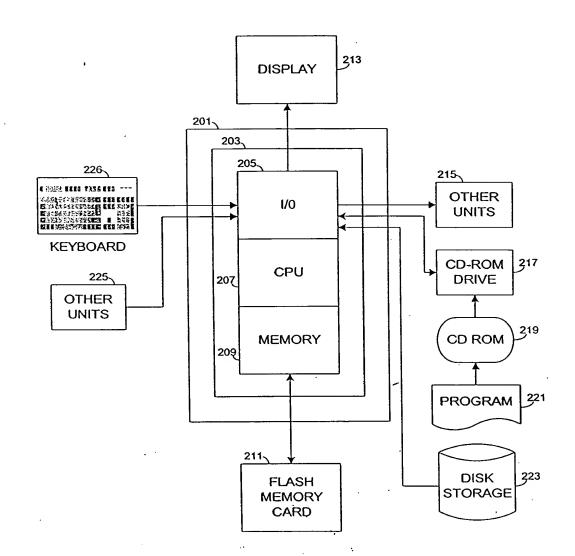
STATE GOVERNMENTS
Inventor: Robert M. BERTON et al.

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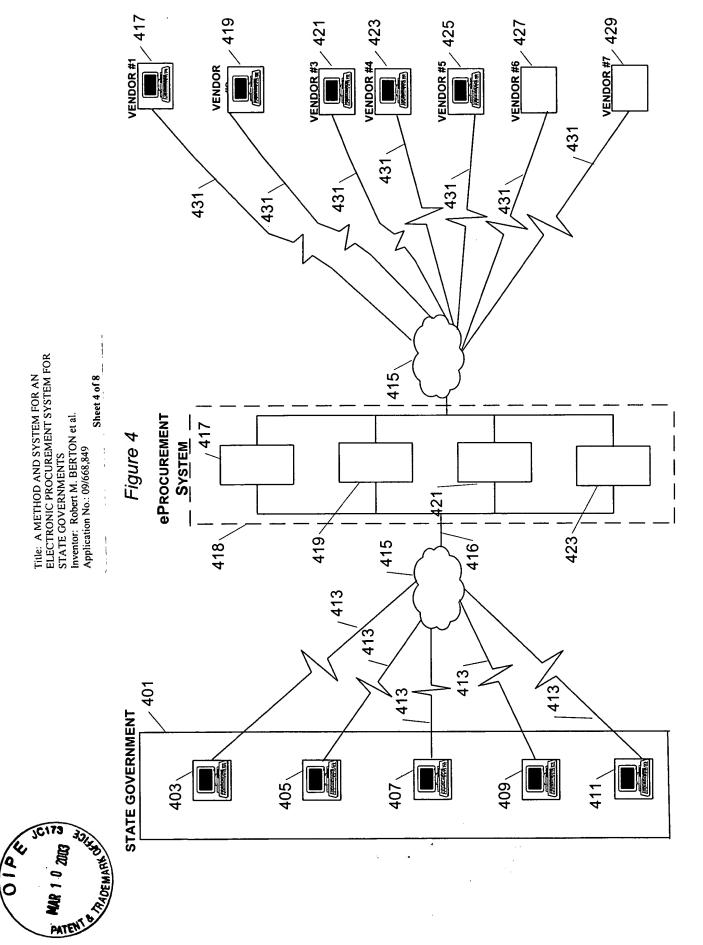
Figure 2

200 Typical General Purpose Computer/



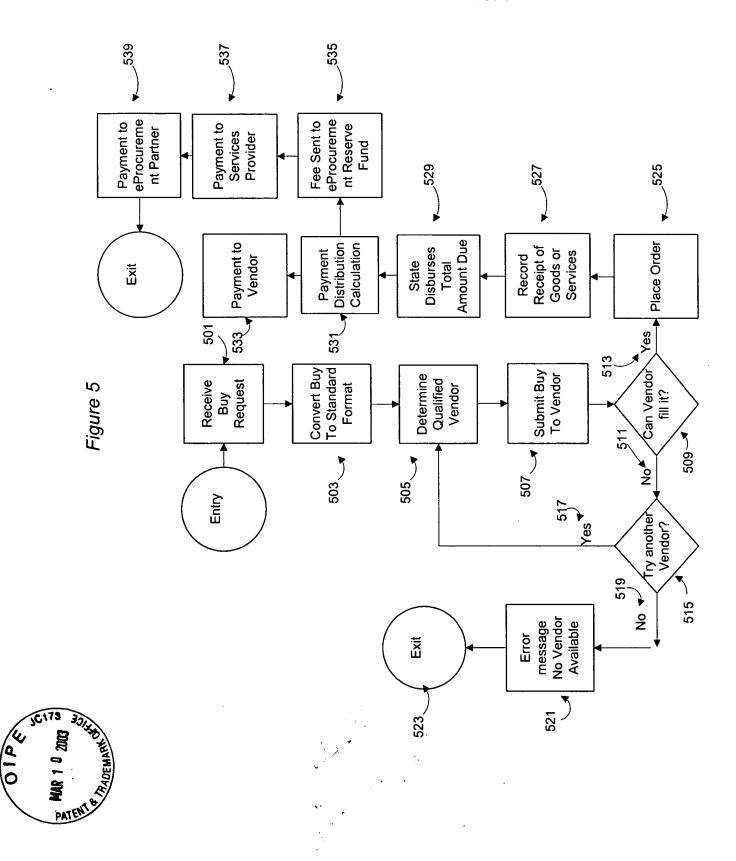
VENDOR #2 **VENDOR #7 VENDOR #1** 353 VENDOR#6 **VENDOR #5 VENDOR #3 VENDOR #4** 357~ 335~ 336, 349~ 345 323-321 334 343\ 347 355 333 351 341 331 319 Sheet 3 of 8 329 317 Figure 3 327 315 315 339 325, 313, 301 STATE GOVERNMENT G PROEMICH OFFICE

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Savings Faster Procurement

Greater Access to

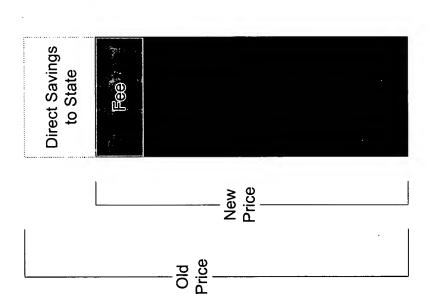
Buyers Better Information

Administrative Cost

Suppliers Benefits:

### eProcurement Model Figure 6

### Overview





State Benefits:

Administrative Cost Savings

Better Procurement Reduced Prices Process

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#### Figure 7

# **Business Model Overview**

## Services Pool

- Tibco Software Maintenance Labor (D/B/R)
  - eProcurement Software
  - eProcurement Software
- Supplier Management Maintenance
  - **TIBCO Software** Fees
- Hawk Software Hawk Software Hosting Fees Maintenance Support
- **Emergency Hosting**

Over/Under

Funded

## Funding Pool

Under = Adjust

+ Over = Share

- Strategic Sourcing
  - Subscription Sevices Transactions
  - Administrative Cost **Budgeted Funds** Savings









- Portals PMO
- eProcurement
- **Transactions**





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